

DRAFT

Mayor Tarter and City of Falls Church Council Members
City Hall
300 Park Avenue
City of Falls Church, Virginia 22046

Dear Mayor Tarter and Council Members:

The Mary Riley Styles Board of Trustees strongly encourages you to work with Insight Property Group LLC to revise and improve the voluntary concession concerning the Library in the Voluntary Concessions document dated November 20th, 2019 for the proposed project at the corner of Broad and Washington Streets.

The Board recommends that this important concession be improved in several respects:

- 1) **Metric:** Prior concessions for the Library (e.g., from Founder's Row) have been expressed in terms of residential square feet (i.e., \$0.70 per square foot) minus ADUs while the Broad/Washington concession is expressed as dollars per unit (i.e., \$500 per unit) minus ADUs. Based on the Washington and Broad data sheet residential unit numbers, the value of the concession is \$166,000 based on units but \$195,545 based on square feet.

The Board believes that it is important to establish a single metric for Library concessions and recommends the Founder's Row metric as the best outcome for the Library and the City.

- 2) **Division of Concession:** The concession for the Library from the Founder's Row project was fully dedicated to the Library while the proposed concession from the Washington and Broad project is divided between the Library and parks and recreation.

The Board believes that the precedent of a concession for the Library to account for the many impacts of major developments on Library services needs to be preserved and should not be confused by diversion of funds to non-Library uses.

- 3) **Timing of Payment:** The Broad and Washington payment is to be made prior to issuance of the first residential certificate of occupancy whereas the Founder's Row payment was made prior to issuance of a demolition permit for the project.

The Board appreciates that the timing of the Broad and Washington payment was related to the imminent construction of the Library renovation and addition project

but believes that payment of a concession early in the process (i.e., at time of demolition permit) is preferable to payment later in the process.

- 4) Use of Concession Payment:** It is our understanding that a future concession payment resulting from the Broad and Washington project would be paid to the City as general revenues and not be reserved for Library use above annual operating funds provided to the Library.

The Board believes that concessions intended to offset major developments should be used to upgrade Library facilities and services to help meet the new demands placed on the Library rather than to replace City funds that would otherwise have been provided to the Library. We recommend that the Washington and Board concession be paid to the Mary Riley Styles Library Foundation which is solely dedicated to meeting the needs of the Library and is a 501(c)(3) tax exempt organization. We understand that major project concessions from other City development projects have been paid directly to appropriate non-profit organizations.

Thank you for considering the best use and format of a concession for the Library from the Washington and Board project.

We look forward to working with you on this important matter.

Sincerely,

Stephanie Oppenheimer
Chair
Mary Riley Styles Library Board of Trustees